



## Summary

**Industrial Engineer with 7.75 years of experience driving new product development, strategic cost optimization and supply chain excellence across Automotive and Agriculture Industry. Proven in leveraging strategic sourcing methods, B2B negotiation, cross-functional leadership, stakeholder relationship management skills for creating scalable solutions to impact broader operations and business strategy.**

## Professional Experience

### Sourcing Specialist - India | Nunhems India Pvt Ltd (BASF) | Bangalore

- **Spearheaded the launch of “Sangam” program** along with Sales team, a **first-of-its-kind sales channel digitization program in Nunhems globally**, from idea to pilot launch in under 3 months; led agile execution and deferred-cost contracting, saving 30% in project cost.
- **Achieved ‘Green’ rating in BASF’s first International Labour and Social Standards audit and Responsible Care Management System (RCMS) audits**, being **the only unit in India to attain this status** by aligning 400+ suppliers to global labour and safety norms through sustained engagement and compliance assurance.
- **Led emergency relocation of 90-acre R&D site**, forming a rapid-response cross-functional team mobilized multivendor execution to ensure uninterrupted business operations during crisis-triggered site shift, thus safeguarded ₹40 Cr innovation pipeline.
- **Executed full reuse strategy (204 Tons iron & steel) during R&D farm relocation** to build greenhouses and offices, reducing facility size by 50% and enabling ₹6 Cr+ CAPEX savings and land optimization.
- **Closed 8 legacy DCs and launched 4 new hubs** (1 own DC, 3 C&Fs) in 6 months through cross collaboration with customer service team - delivered 51% annual rental cost savings.
- **Optimized Hyderabad warehouse with state-of-the-art racking for 750 MT seeds and 7500 SKUs**; delivered 20% under CAPEX budget and saved ₹1.3 Cr annually in OPEX cost.
- **Introduced Low Value Order policy** for tail-end procurement; reduced manual effort by 30% and enabled faster approvals, freeing up bandwidth for strategic sourcing.
- **Aligned procurement services with internal SLAs**, managing cross-functional expectations and enabling execution in sync with BASF’s Pinnacle Strategy.
- **Managed ₹140 Cr annual procurement spend** across strategic categories, ensuring cost efficiency, supplier performance, and alignment with corporate financial and compliance objectives.
- **Navigated the procurement function through a company-wide transition**, training and developing team members while aligning processes with the Pinnacle Strategy 2028 for a more agile and future-ready operating model.
- **Improved PR-to-PO cycle time to 10 days average from 12 days** with 50% completed within 6 days, driving faster transaction turnaround through digitization and KPI tracking.
- **Delivered ₹5.5 Cr+ in cumulative savings** over 3 years via strategic sourcing across consultancy, maintenance, chemicals, and recruitment services—aligned with EBIT targets.
- **Implemented a 250-kw solar plant** at Hyderabad site, reducing annual energy cost by 20% while supporting BASF’s sustainability goals.
- **Rolled out German Supply Chain Due Diligence compliance** for 600+ vendors; revised PO terms and enforced 100% PR-backed spend, enhancing legal alignment and procurement governance.
- **Launched 3rd party managed quick-payment process** for on-ground farmer engagement events; thus, reducing finance team manual workload by 30% of 2 FTEs and improving stakeholder satisfaction in sales team.
- **Achieved 11% savings on ₹4.1 Cr production CAPEX** by optimizing technical specifications and leveraging competitive negotiations with vendors and internal teams.
- **Maintained business continuity during COVID-19 disruptions**, sourcing of critical input materials such as phosphorous derivatives, enzymes, and securing alternate vendors to de-risk supply chain.

### Assistant Manager | Royal Enfield | Chennai

- **Led end-to-end vendor development** and launch of **3 major new motorcycle models** (Meteor 350, Classic 350, and Hunter 350), contributing to strategic product expansion and market success.
- **Developed 80+ components** across **polymer, metal fabrication, and mechanical proprietary** categories—ensuring design-to-production readiness under aggressive timelines and optimizing Quality, Cost and Delivery (QCD) parameters.
- **Conducted cycle time studies and capacity mapping** across **22 vendors** to identify and mitigate **production bottlenecks**, successfully **developing alternate sources** for high-risk parts, ensuring supply continuity.
- **Reduced fault frequency from 21% to 7%** on vehicle parts by deploying the **Shoki Ryudo Kanri quality method** as a early build-stage quality interventions and conducting **Design for Manufacturing (DFM)** studies, benchmarking part design and production process.
- **Engineered platform transition plans** from UCE to J platform—ensuring installed capacity for **4,000+ units/day**, while introducing **multi-supplier tooling strategies** to de-risk supply.

- **Enhanced product launch readiness** by applying **Advanced Product Quality Planning methodologies** to deliver **first-time-right builds** and **minimize rework cycles**.
- **Finalized part and tool costs** through **product and process benchmarking, first principal costing, multi-vendor quote analysis**, and leading commercial **negotiations** along with cost management team, contributing to procurement cost savings.
- **Owned the end-to-end procurement lifecycle** for 80+ parts across multiple build stages—**initiated tooling kick-offs**, secured **Capex budget** and **PO approvals**, and **ensured on-time part availability** for vehicle assembly.
- **Collaborated cross-functionally** with **Quality, R&D, and Production** teams to implement **Quick Response Quality Control (QRQC)**, resulting in faster issue resolution and improved launch quality.

## Education

**B.E in Production Engineering – Jadavpur University, Kolkata | India**

## Accomplishments and Awards

- Received special recognition from **Country head** for achieving **Green Rating in International Labour & Social Standards (ILSS)** and **Responsible Care Management System (RCMS) audits**—only unit in India to attain this status. – 2025.
- Honoured by **Head of Processing** Unit for completing **Hyderabad warehouse revamp** ahead of schedule and delivering significant capital and rental cost savings. - Feb 2025.
- Recognized by **Head of Operations** for **implementing solar power** plant at Hyderabad site—cut annual energy cost by 20% and advanced BASF’s sustainability agenda – Feb 2025.
- Commended by **Global VP – R&D** for mitigating major business risk and executing a full **86-acre farm relocation in record 90 days** without disruption to innovation pipeline. – Oct 2024
- Digital Innovation Spot Award received from Country head for fast-track launch of “**Sangam**” **Sales Channel Digitization**, the first global pilot of its kind in the company—delivered in 8 weeks with 30% cost savings. – Apr 2024.
- **Merit Award** for being **School Topper** in Class 10 State Board Examination (West Bengal), ranking first in a cohort of 100 students in 2010.

## License & Certifications

Lean Six Sigma Green Belt, KPMG

CTL.SC4x: Supply Chain Technology and Systems, MITx

CTL.SC2x: Supply Chain Design, MITx

CTL.SC1x: Supply Chain Fundamentals, MITx

CTL.SC0x: Supply Chain Analytics, MITx

## Co/Extra-curricular

- **Spearheaded a flagship Customer Engagement Program** along with marketing team for **top 30 clients**—designed and delivered a high-touch, **first-of-its-kind experience in the vegetable seeds industry**, setting a new industry benchmark for **client relationship strategy**.
- **Coordinated strategic corporate events** such as the Pinnacle Strategy Meet, Business Enabler Meet, and Operations Leadership Meeting as part of the **core planning committee**—ensuring **seamless execution** and **cross-functional alignment**.
- **Showcased product innovation** by **conceptualizing and executing a Crop Show** along with Marketing and R&D team for the **Global CEO, VP**, and key customers—highlighting a **5-year innovation pipeline** and reinforcing the company’s strategic growth roadmap.
- Contributed as a **club officer** and **member** of "Resonance" **Toastmasters** club, Bangalore (May’24-Mar’25) for enhancing professional communication capabilities.
- **Organized a Production Engineering alumni reunion** (2015), **increased participation by 30%**, strengthening alumni relationship and engagement.